

Message Text

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56

ACTION NEA-10

INFO OCT-01 ISO-00 COME-00 L-03 EB-07 SS-15 NSC-05 OC-05

CCO-00 AGR-10 NEAE-00 AID-05 CIAE-00 FRB-01 INR-07

NSAE-00 USIA-15 TRSE-00 XMB-04 OPIC-06 SP-02 CIEP-02

LAB-04 SIL-01 OMB-01 JUSE-00 FTC-01 SCA-01 SEC-01

PRS-01 PA-02 /110 W

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P 261030Z NOV 75

FM USINT BAGHDAD

TO SECSTATE WASHDC PRIORITY 2586

UNCLAS BAGHDAD 1221

E.O. 11652: N/A

TAGS: ETRD, US, IZ

REF: STATE 278484

SUBJECT: ARAB BOYCOTT

1. REFTEL RECEIVED NOVEMBER 26TH GARBLED IN PARTS.
2. IN BASE PERIOD JUNE-NOVEMBER 1975 USINT TRANSMITTED TOTAL OF 190 REPORTS ON TRADE OPPORTUNITIES (TOS) AND MAJOR PROJECTS (MPS) AS FOLLOWS:

(A) 29 TOS TELEGRAMS TO USDOC

(B) 18 MPS TELEGRAMS TO USDOC

(C) 7 AGRICULTURAL TOS TELEGRAMS TO USDA

(D) 136 GOI CALLS-FOR-TENDERS VIA TRANSMITTAL SLIP TO REGIONAL TRADE DEVELOPMENT OFFICE (RTDO) BEIRUT (LATER ATHENS). THESE UNCLASSIFIED

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WERE FOR IMPORTS TOO SMALL IN VALUE FOR WIDE CIRCULATION OR

WITH LEAD TIME TOO SHORT FOR USDOC TO MAKE EFFECTIVE DISTRIBUTION.
RTDO DISTRIBUTED DIRECTLY TO LARGE AMERICAN BUSINESS COMMUNITY
IN BEIRUT AND LATER ATHENS.

3. ROUGH ESTIMATE OF TOTAL VALUE OF ALL 190 OPPORTUNITIES REPORTED
DURING BASE PERIOD: 2.5 BILLION DOLLARS.

4. ALL REPORTS CONCERNED GOI PROJECTS OR IMPORTS. ALL OPPORTUNITIES
WERE, THEREFORE, LEGALLY SUBJECT TO GOI BAN ON ALL IMPORTS FROM
ISRAEL, RHODESIA AND SOUTH AFRICA AND ON MOST IMPORTS FROM
HONG KONG. WHETHER OR NOT BOYCOTT PROVISIONS ARE INCLUDED IN
DOCUMENTS, COVERED ITEMS WILL BE EXCLUDED BY LAW FROM IRAQ
UNLESS SPECIAL EXEMPTION IS GRANTED. REFERENCE TO THIS PRIMARY
BOYCOTT WAS EXPLICIT IN PERHAPS 40 PERCENT OF THE TENDER DOCUMENTS,
USUALLY PAIRING SOUTH AFRICA AND ISRAEL. REFERENCE TO SECONDARY
BOYCOTT OF INDIVIDUALS OR COMPANIES WAS LESS FREQUENT (IN PERHAPS
30 PERCENT OF THE DOCUMENTS) USUALLY BEING COVERED BY A GENERAL
PHRASE PROHIBITING PROCUREMENT FROM "PRESCRIBED PARTIES"
OR "BLACKLISTED COMPANIES". (EACH MINISTRY OR GOI COMPANY
DEVELOPS ITS OWN BOYCOTT LANGUAGE).

5. SINCE EARLY OCTOBER, WHEN USINT, AS INSTRUCTED, BEGAN TO REVIEW
TENDER DOCUMENTS TO MARK EXPLICIT REFERENCES TO BOYCOTT, PERHAPS
SIX DOCUMENTS HAVE BEEN NOTED-- REPRESENTING ABOUT 15 MILLION
DOLLARS IN SALES OPPORTUNITIES.
WILEY

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Message Attributes

Automatic Decaptioning: X
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Decaption Date: 01 JAN 1960
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Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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